

**SANTA ANA DISTRICT OFFICE  
FY 2016 LENDER RANKINGS  
AS OF 12/31/15**



**TOP 3 LENDERS**

**#1 WELLS FARGO BANK, N.A.**  
**106**  
**\$40,793,600**

**#2 U.S. BANK, N.A.**  
**56**  
**\$11,457,300**

**#3 JPMORGAN CHASE BANK, N.A.**  
**35**  
**\$3,958,200**

<b>Rank</b>	<b>Lender Name</b>	<b># of Loans</b>	<b>\$ Amount of Loans</b>	<b>Average \$/Loan</b>
<b>1</b>	<b>WELLS FARGO BANK NATL ASSOC</b>	<b>106</b>	<b>\$40,793,600</b>	<b>\$384,845</b>
<b>2</b>	<b>U.S. BANK NATIONAL ASSOCIATION</b>	<b>56</b>	<b>\$11,457,300</b>	<b>\$204,595</b>
<b>3</b>	<b>JPMORGAN CHASE BANK NATL ASSOC</b>	<b>35</b>	<b>\$3,958,200</b>	<b>\$113,091</b>
4	CDC SMALL BUS. FINAN CORP	24	\$19,996,200	\$833,175
5	COMPASS BANK	14	\$5,200,000	\$371,429
6	COMMUNITY BANK	12	\$8,821,500	\$735,125
7	SEACOAST COMMERCE BANK	9	\$7,312,000	\$812,444
8	BFC	9	\$5,792,000	\$643,556
9	EAST WEST BANK	8	\$8,078,000	\$1,009,750
10	PLAZA BANK	8	\$7,634,300	\$954,288
11	COMERICA BANK	8	\$718,000	\$89,750
12	MORTGAGE CAP. DEVEL CORP	7	\$11,627,000	\$1,661,000
13	BANK OF THE WEST	7	\$8,217,300	\$1,173,900
14	PACIFIC W. CERT. DEVEL CORP	7	\$6,479,000	\$925,571
15	HANA SMALL BUS. LENDING INC.	7	\$2,572,000	\$367,429
16	WILSHIRE BANK	7	\$1,570,000	\$224,286
17	PACIFIC CITY BANK	6	\$5,838,000	\$973,000
18	UNITI BANK	6	\$4,215,000	\$702,500
19	CALIFORNIA UNITED BANK	6	\$4,036,000	\$672,667
20	CELTIC BANK CORPORATION	6	\$620,000	\$103,333
21	CALIFORNIA STATEWIDE CERT. DEV	5	\$5,668,000	\$1,133,600
22	BBCN BANK	4	\$2,090,000	\$522,500
23	COMMERCIAL BANK OF CALIFORNIA	4	\$1,976,200	\$494,050
24	ENTERPRISE FUNDING CORPORATION	4	\$1,801,000	\$450,250
25	KINECTA FCU	4	\$1,536,400	\$384,100
26	RABOBANK, NATIONAL ASSOCIATION	4	\$1,378,800	\$344,700
27	STEARNS BK NATL ASSOC	4	\$1,047,000	\$261,750
28	CITIBANK, N.A.	3	\$3,023,000	\$1,007,667
29	FIRST CHOICE BANK	3	\$2,664,200	\$888,067
30	RIDGESTONE BANK	3	\$2,646,000	\$882,000
31	SOUTHLAND ECONOMIC DEVEL CORP	3	\$2,427,000	\$809,000
32	BANK OF AMERICA NATL ASSOC	3	\$2,408,800	\$802,933
33	HANMI BANK	3	\$2,355,000	\$785,000
34	BAY AREA EMPLOYMENT DEVEL CO	3	\$2,191,000	\$730,333
35	CAPITAL BANK	3	\$1,838,000	\$612,667
36	MUFG UNION BANK NATL ASSOC	3	\$1,525,000	\$508,333
37	PACIFIC ENTERPRISE BANK	3	\$1,445,000	\$481,667
38	MANUFACTURERS BANK	3	\$894,000	\$298,000
39	FIRST HOME BANK	3	\$760,000	\$253,333
40	CITY NATIONAL BANK	3	\$650,000	\$216,667
41	OPEN BANK	2	\$4,810,200	\$2,405,100
42	HOMESTREET BANK	2	\$4,761,400	\$2,380,700
43	US METRO BANK	2	\$2,412,000	\$1,206,000
44	SECURITY BANK OF CALIFORNIA	2	\$850,000	\$425,000
45	INTERNATL CITY BANK NATL ASSOC	2	\$800,000	\$400,000
46	LIVE OAK BANKING COMPANY	2	\$770,000	\$385,000
47	UMPQUA BANK	2	\$750,000	\$375,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
48	SPIRIT OF TEXAS BANK, SSB	2	\$681,200	\$340,600
49	KEYPOINT CU	2	\$529,500	\$264,750
50	COMMONWEALTH BUSINESS BANK	2	\$505,000	\$252,500
51	BANK RHODE ISLAND	2	\$405,000	\$202,500
52	PACIFIC MERCANTILE BANK	2	\$375,000	\$187,500
53	BANK OF SOUTHERN CALIFORNIA NA	2	\$356,000	\$178,000
54	VALLEY ECONOMIC DEVEL CORP.	2	\$170,000	\$85,000
55	CALIFORNIA BANK & TRUST	2	\$100,000	\$50,000
56	SO CAL CDC	1	\$5,468,000	\$5,468,000
57	CATHAY BANK	1	\$4,000,000	\$4,000,000
58	THE BANCORP BANK	1	\$2,025,300	\$2,025,300
59	OPUS BANK	1	\$1,980,000	\$1,980,000
60	PACIFIC WESTERN BANK	1	\$1,515,000	\$1,515,000
61	HOME BANK OF CALIFORNIA	1	\$1,240,000	\$1,240,000
62	FIRST GENERAL BANK	1	\$1,117,600	\$1,117,600
63	BANNER BANK	1	\$951,000	\$951,000
64	LCA BANK CORPORATION	1	\$917,000	\$917,000
65	MEADOWS BANK	1	\$867,000	\$867,000
66	COMMUNITY VALLEY BANK	1	\$865,000	\$865,000
67	EVERTRUST BANK	1	\$800,000	\$800,000
68	CAPITAL ACCESS GROUP, INC.	1	\$764,000	\$764,000
69	SCE FCU	1	\$750,000	\$750,000
70	CTBC BANK CORP. (USA).	1	\$700,000	\$700,000
71	ROYAL BUSINESS BANK	1	\$700,000	\$700,000
72	MISSION VALLEY BANK	1	\$561,300	\$561,300
73	CALIFORNIA CU	1	\$475,000	\$475,000
74	UNITED BUSINESS BANK, F.S.B.	1	\$354,500	\$354,500
75	GOLDEN PACIFIC BANK NATL ASSOC	1	\$350,000	\$350,000
76	TECHNOLOGY CU	1	\$310,000	\$310,000
77	AMER PLUS BANK NATL ASSOC	1	\$300,000	\$300,000
78	WOORI AMERICA BANK	1	\$250,000	\$250,000
79	AMERICAN BUSINESS BANK	1	\$250,000	\$250,000
80	AMPAC TRI-STATE CDC, INC.	1	\$241,000	\$241,000
81	SAN DIEGO PRIVATE BANK	1	\$176,000	\$176,000
82	INDEPENDENCE BANK	1	\$150,000	\$150,000
83	READYCAP LENDING, LLC	1	\$147,500	\$147,500
84	GBC INTERNATIONAL BANK	1	\$140,000	\$140,000
85	OBDC SMALL BUSINESS FINANCE	1	\$100,000	\$100,000
86	NEWTEK SMALL BUS. FINANCE INC.	1	\$80,000	\$80,000
<b>TOTALS:</b>		<b>477</b>	<b>\$252,080,300</b>	<b>\$528,470</b>